

Message Text

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15

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FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

INFO AMCONSUL BOMBAY

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E.O. 11652: N/A

TAGS: BTRA, IN

SUBJECT: TRAVEL OF ABBOTT LABS REP

REF: NEW DELHI 3667

JOHN SCHUMAKER, ABBOTT LABS, PLANNING TRIP TO INDIA EARLY AUGUST REVIEW PROSPECTS FOR "SPECIFIC BARTER TRADE TYPE OF PROPOSAL" MENTIONED BY STC PARA 7 REFTEL. SCHUMAKER TOLD DEPARTMENT ABBOTT LABS OPTIMISTIC THAT SATISFACTORY ARRANGEMENTS CAN BE MADE THROUGH AND WITH RUPEE TRADING COUNTRIES, WITH WHICH THEY HAVE TALKED. SCHUMAKER SAID AT SAME TIME HE WOULD BE EXPLORING POSSIBLE FUTURE JOINT VENTURES IN PHARMACEUTICALS AND CHEMICALS. ACTION REQUESTED: SCHUMAKER HAS BEEN UNABLE OBTAIN DETAILED LIST OF INDIAN CHEMICAL AND PHARMACEUTICAL PRODUCTION FROM WHICH TO PROPOSE ITEMS WHICH MIGHT BE EXPORTED TO ABBOTT SUBSIDIARIES IN THIRD COUNTRIES TO OFFSET FOREIGN EXCHANGE COSTS OF IMPORT OF OTHER DRUGS TO ABBOTT OPERATION IN INDIA. CAN EMBASSY CONFIRM THAT SUCH A LIST IS AVAILABLE IN USEABLE FORM IN DELHI? WOULD IT

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BE POSSIBLE FOR EMBASSY TO OBTAIN A LIST PRIOR SCHUMAKER'S

ARRIVAL EARLY AUGUST? ROGERS

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